

Message Text

UNCLASSIFIED

PAGE 01 BERN 03408 171031Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W
-----056438 172003Z /64

R 171010Z JUL 78
FM AMEMBASSY BERN
TO SECSTATE WASHDC 6585

UNCLAS BERN 3408

EO 11652: N/A
TAGS: BEXP, SZ
SUBJ: ADS REQUEST FOR EQUIPTX CORP. WHITE PLAINS, NY
REF: CD-144 DATED 5/10/1978
REQUEST RECEIVED ONE DAY AFTER VISIT TO EMBASSY OF
EQUIPTX VP SALES MR. D.F. RIVES. THREE LEADS DE-
VELOPED. BROCHURES CIRCULATED TO ADDITIONAL 22
COMPANIES, NONE OF WHICH INTERESTED. FOLLOWING
ADDITIONAL LEADS HAVE NOW BEEN DEVELOPED AND ALREADY
TRANSMITTED TO RIVES BY EMBASSY SINCE HE DEPARTS
US AGAIN ON JULY 17.

A) R. AEBI AG, ZURICH, MR. R. UELINGER
B) MEIBAG AG, ZURICH, MS. FIERTZ
C) INTRAVEND AG, ZURICH, MR. G. STALDER
RIVES EXPECTED TO BE IN SWITZERLAND AUGUST 2 AND 3.
FURTHER LEADS WHICH MAY DEVELOP AND MARKET DATA WILL
BE GIVEN TO HIM PERSONALLY WHEN HE CALLS AT EMBASSY.
MARKET DATA: MARKET FOR EQUIPTX TYPE EQUIPMENT
LIMITED AS RESULT OF RECESSION-RELATED DECREASED
ACTIVITY IN BUILDING INDUSTRY. MOST DEALERS AND IM-
PORTERS OF SUCH ITEMS EXPANDING INTO FOREIGN MARKETS,
MAINLY MIDDLE EAST, TO SURVIVE. STRONG COMPETITION
FROM EUROPEAN AND JAPANESE MANUFACTURERS, JAPANESE
OFFERING SOME OF BEST EQUIPMENT OF THIS TYPE. US
CONSIDERED TO BE STRONG IN HEAVY EQUIPMENT. PORTABLE
AND LIGHT U.S. EQUIPMENT JUDGED TO BE INFERIOR RE-
SULTING FROM REQUIREMENT TO CHANGE SYSTEM FROM 60
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PAGE 02 BERN 03408 171031Z

TO 50 CYCLES. EQUIPTX SHOULD CONSIDER WORKING THROUGH
COMPANY HANDLING MORE THAN JUST SWISS MARKET, IN ORDER
TO OBTAIN INTERESTING VOLUME OF TRANSACTIONS. CROWLEY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BERN03408
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780293-0317
Format: TEL
From: BERN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780754/aaaabtkm.tel
Line Count: 58
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a8fc7f72-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1991632
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST FOR EQUIPTX CORP. WHITE PLAINS, NY
TAGS: BEXP, SZ
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/a8fc7f72-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
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